

International negotiations have become an increasingly widespread feature of international affairs, as the number of parties involved have grown, and regional and global fora have multiplied. Cecilia Albin examines the role of considerations of justice and fairness in these negotiations. She argues that negotiators do not simply pursue their narrow interests or those of their countries, but regularly take principles of justice and fairness into account. These principles come into play at an early stage, as talks are structured and agendas set; in the bargaining process itself; and in the implementation of and compliance with agreements. The analysis is based on cases in four important areas: the environment; international trade; ethnic conflict (the Israeli-Palestinian conflict); and arms control. Drawing on a mass of empirical data, including a large number of interviews, this book relates the abstract debate over international norms and ethics to the realities of international relations.

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